

Message Text

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12

ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 OES-03 XMB-02 FEA-01 /024 W

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FM AMEMBASSY ISLAMABAD

TO USDOC

INFO SECSTATE WASHDC 4275

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E.O. 11652: N/A

TAGS: BEXP, BENC, PK

SUBJECT: MAJOR PROJECT: REFINERY EXPANSION AT MORGAH

REFERENCE: STATE 12259

1. GOP DIRECTOR OF OIL OPERATIONS TOLD EMBOFF FEBRUARY 24 THAT HE WOULD WELCOME PROPOSALS FROM OTHER SUPPLIERS OF SKID MOUNTED OIL REFINERIES AND THAT WHOLE EXPORT FINANCING IS DESIRABLE IT WAS NOT A REQUIREMENT. DIRECTOR SAID THAT INFORMATION RECEIVED EARLIER FROM EUROPE WAS MERELY FOR PURPOSE OF DETERMINING IF THIS TYPE OF REFINERY WAS WORTH PRELIMINARY CONSIDERATION BY GOP. HE SAID GOP HAD NOT ACTED SINCE FIRST INQUIRY PENDING COMPLETION OF ASSESSMENT OF RECOVERABLE RESERVES IN MEYEL AND TOOT FIELDS NEAR ISLAMABAD. THIS ASSESSMENT IS LIKELY TO BE COMPLETED WITHIN EIGHT MONTHS. GOP WOULD THEN MOVE QUICKLY ON REFINERY EXPANSION. ACCORDING TO DIRECTOR, THIS PROJECT IS IMPORTANT ENOUGH TO PAKISTAN THAT FINANCING WOULD COME OUT OF GOP FX RESOURCES IF NECESSARY.

2. WITH THE UNDERSTANDING THAT THE GOP HAS NO COMMITMENT TO PURCHASE, THE DIRECTOR WOULD APPRECIATE RECEIVING INFORMATION FROM OTHER SUPPLIERS OF SKID MOUNTED REFINERIES. HE WOULD REQUIRE COST DATA AND ESTIMATES OF THE PRODUCT MIX THESE REFINERIES ARE CAPABLE OF PRODUCING. CAPACITY REQUIREMENTS NOW ESTIMATED AT 10,000 BARRELS PER DAY. EARLY DELIVER SCHEDULES WOULD WEIGH HEAVILY IN ANY GOP DECISION TO PURCHASE. ANY U.S. FIRM WISHING TO SUBMIT PROPOSALS MAY TRANSMIT THEM THROUGH THE EMBASSY OR SEND THEM DIRECTLY TO: MR. ASHIQ ALI, DIRECTOR OF OIL OPERATIONS, MINISTRY OF FUEL, POWER
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AND NATURAL RESOURCES, SECRETARIAT BLOCK A, ISLAMABAD, PAKISTAN.

3. ON SUBJECT OF SPECIFIC ADVISE TO HOWE-BAKER, THE EMBASSY BELIEVES THAT, IF PROPOSALS ARE CLOSE IN PRICE AND DELIVERY TIME, ANY POSSIBILITY OF SECURING ECGD FINANCING WOULD COMPEL GOP TO GO TO U.K. FOR SUPPLY. HOWEVER, IF U.S. PRICE AND DELIVERY TERMS ARE SUPERIOR TO U.K., THEN GOP MIGHT BUY USA REGARDLESS OF ECGD FINANCING PROPOSAL. HOWE-BAKER MIGHT WISH TO CONSIDER SUBMITTING PROPOSALS NOW FROM BOTH U.S. AND U.K. SOURCES.

4. GOP PROJECT STUDY FORWARDED TO DEPARTMENT UNDER POWERS/JONES LETTER IN DECEMBER INDICATED INTEREST IN BOTH ECGD AND EXIMBANK FINANCING. USDOC MIGHT WISH TO SOUND OUT EXIM ON THIS PROJECT.
BYROADE

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